

# Monthly Indicators

Omaha Area Region



## June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

New Listings decreased 50.8 percent for New Construction but increased 13.8 percent for Existing Homes. Pending Sales decreased 77.1 percent for New Construction but increased 1.8 percent for Existing Homes. Inventory decreased 46.0 percent for New Construction and 18.2 percent for Existing Homes.

Median Closed Price increased 16.2 percent for New Construction and 16.3 percent for Existing Homes. Days on Market decreased 63.2 percent for New Construction and 60.0 percent for Existing Homes. Months Supply of Inventory decreased 50.0 percent for New Construction and 25.0 percent for Existing Homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

## Quick Facts

**- 1.1%**

Change in  
**Closed Sales**  
All Properties

**+ 15.2%**

Change in  
**Median Closed Price**  
All Properties

**- 29.7%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglas, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68037 Percent changes are calculated using rounded figures.

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# New Construction Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. New Construction properties only.



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Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		309	<b>152</b>	- 50.8%	1,644	<b>1,270</b>	- 22.7%
<b>Pending Sales</b>		279	<b>64</b>	- 77.1%	1,285	<b>1,004</b>	- 21.9%
<b>Closed Sales</b>		185	<b>132</b>	- 28.6%	804	<b>902</b>	+ 12.2%
<b>Days on Market Until Sale</b>		95	<b>35</b>	- 63.2%	79	<b>44</b>	- 44.3%
<b>Median Closed Price</b>		\$334,565	<b>\$388,624</b>	+ 16.2%	\$334,561	<b>\$361,730</b>	+ 8.1%
<b>Average Closed Price</b>		\$359,083	<b>\$414,621</b>	+ 15.5%	\$357,621	<b>\$385,360</b>	+ 7.8%
<b>Percent of List Price Received</b>		100.8%	<b>101.7%</b>	+ 0.9%	100.6%	<b>101.3%</b>	+ 0.7%
<b>Housing Affordability Index</b>		107	<b>94</b>	- 12.1%	107	<b>101</b>	- 5.6%
<b>Inventory of Homes for Sale</b>		624	<b>337</b>	- 46.0%	—	—	—
<b>Months Supply of Inventory</b>		3.8	<b>1.9</b>	- 50.0%	—	—	—

# Existing Homes Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Existing Homes properties only.



Omaha Area Region

Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,540	<b>1,753</b>	+ 13.8%	8,219	<b>7,997</b>	- 2.7%
<b>Pending Sales</b>		1,397	<b>1,422</b>	+ 1.8%	6,927	<b>6,939</b>	+ 0.2%
<b>Closed Sales</b>		1,422	<b>1,458</b>	+ 2.5%	5,751	<b>5,909</b>	+ 2.7%
<b>Days on Market Until Sale</b>		15	<b>6</b>	- 60.0%	19	<b>9</b>	- 52.6%
<b>Median Closed Price</b>		\$217,000	<b>\$252,392</b>	+ 16.3%	\$204,600	<b>\$235,000</b>	+ 14.9%
<b>Average Closed Price</b>		\$249,380	<b>\$296,885</b>	+ 19.0%	\$234,045	<b>\$272,018</b>	+ 16.2%
<b>Percent of List Price Received</b>		99.7%	<b>103.4%</b>	+ 3.7%	99.2%	<b>102.3%</b>	+ 3.1%
<b>Housing Affordability Index</b>		166	<b>145</b>	- 12.7%	176	<b>156</b>	- 11.4%
<b>Inventory of Homes for Sale</b>		881	<b>721</b>	- 18.2%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>0.6</b>	- 25.0%	—	—	—

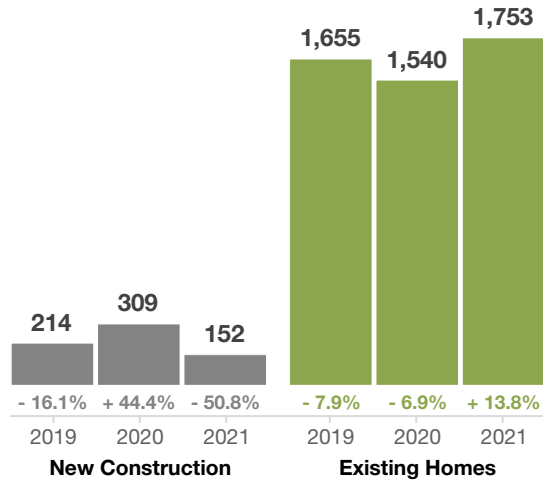
# New Listings

A count of the properties that have been newly listed on the market in a given month.

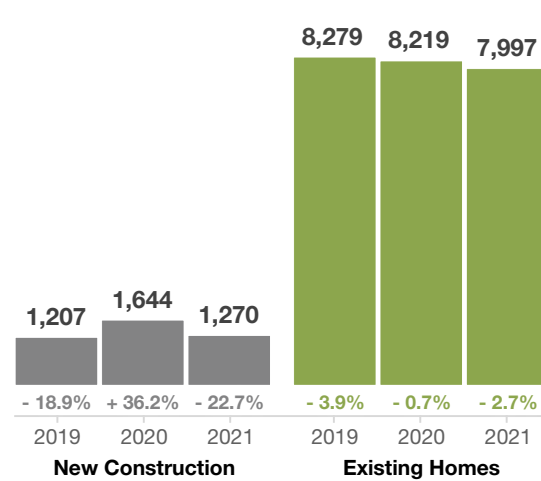


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## June

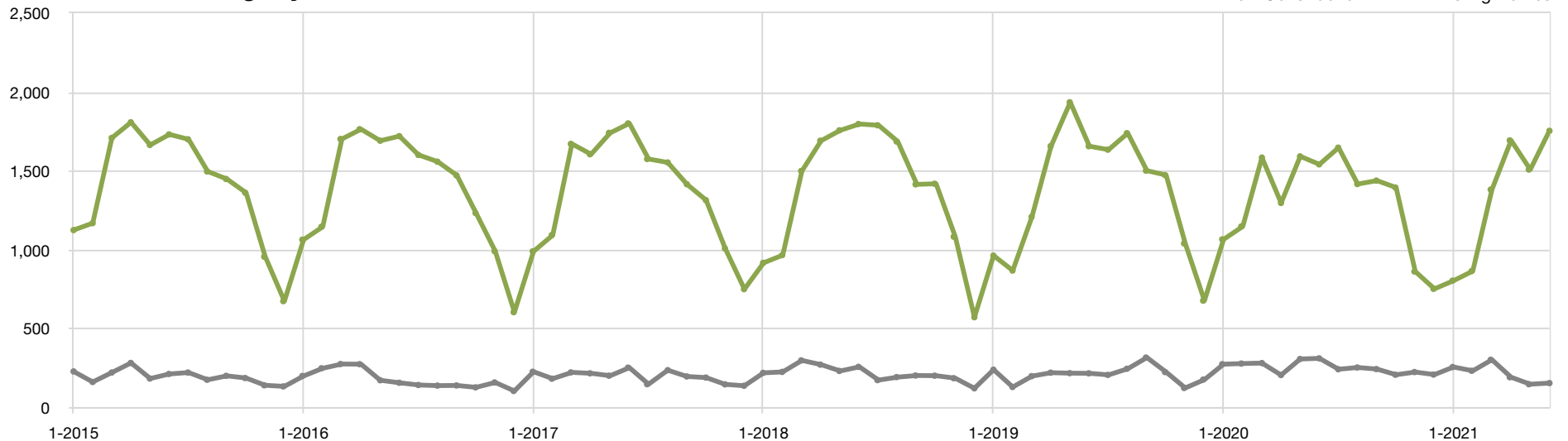


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	240	+ 17.6%	1,646	+ 0.8%
Aug-2020	251	+ 3.3%	1,415	- 18.6%
Sep-2020	241	- 23.2%	1,437	- 4.2%
Oct-2020	205	- 7.7%	1,393	- 5.4%
Nov-2020	222	+ 83.5%	860	- 17.1%
Dec-2020	206	+ 18.4%	750	+ 11.1%
Jan-2021	254	- 6.6%	802	- 24.6%
Feb-2021	230	- 16.7%	863	- 24.7%
Mar-2021	300	+ 7.5%	1,380	- 12.8%
Apr-2021	189	- 6.9%	1,692	+ 30.7%
May-2021	145	- 52.5%	1,507	- 5.3%
<b>Jun-2021</b>	<b>152</b>	<b>- 50.8%</b>	<b>1,753</b>	<b>+ 13.8%</b>
12-Month Avg	220	- 9.8%	1,292	- 4.7%

## Historical New Listings by Month



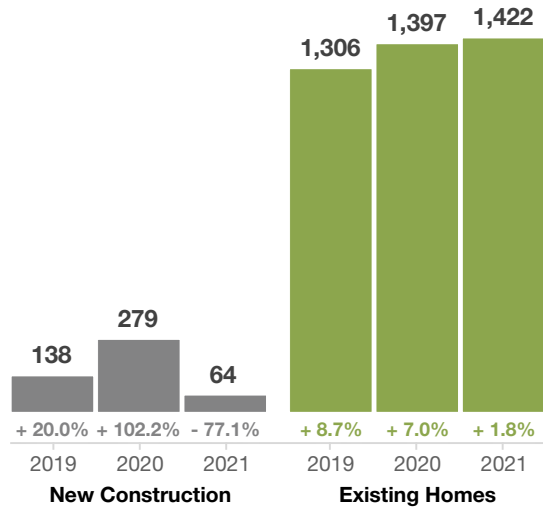
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

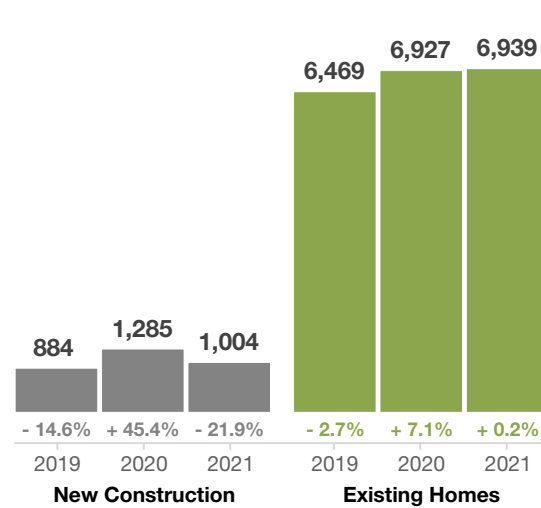


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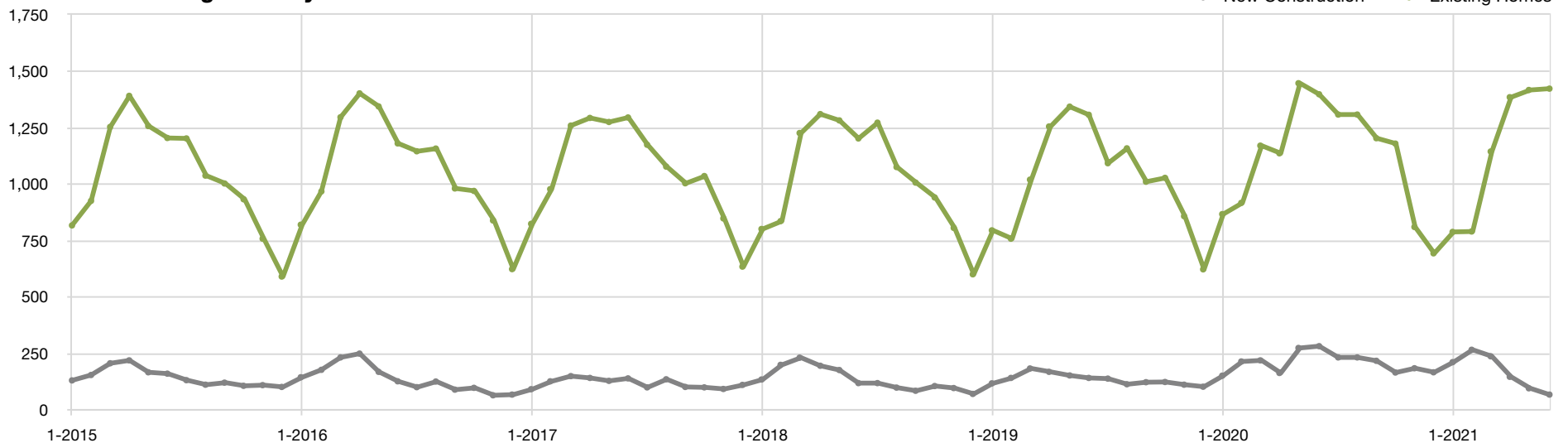


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	229	+ 69.6%	1,307	+ 19.8%
Aug-2020	229	+ 108.2%	1,307	+ 13.0%
Sep-2020	214	+ 79.8%	1,202	+ 19.1%
Oct-2020	162	+ 35.0%	1,178	+ 14.8%
Nov-2020	181	+ 67.6%	808	- 5.6%
Dec-2020	163	+ 64.6%	691	+ 11.5%
Jan-2021	208	+ 40.5%	786	- 9.1%
Feb-2021	263	+ 24.6%	788	- 13.9%
Mar-2021	234	+ 8.3%	1,143	- 2.2%
Apr-2021	143	- 10.6%	1,384	+ 21.9%
May-2021	92	- 66.1%	1,416	- 2.1%
<b>Jun-2021</b>	<b>64</b>	<b>- 77.1%</b>	<b>1,422</b>	<b>+ 1.8%</b>
12-Month Avg	182	+ 10.3%	1,119	+ 5.9%

## Historical Pending Sales by Month



# Closed Sales

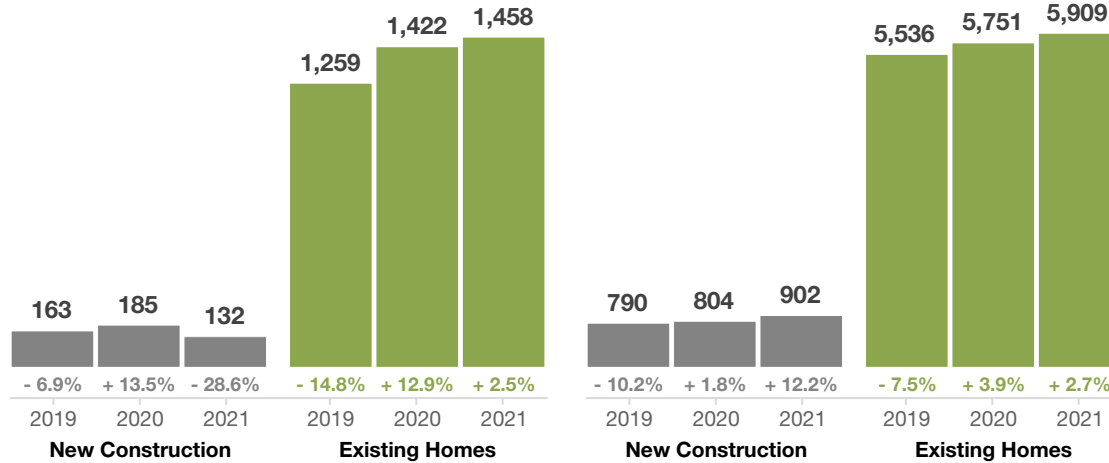
A count of the actual sales that closed in a given month.



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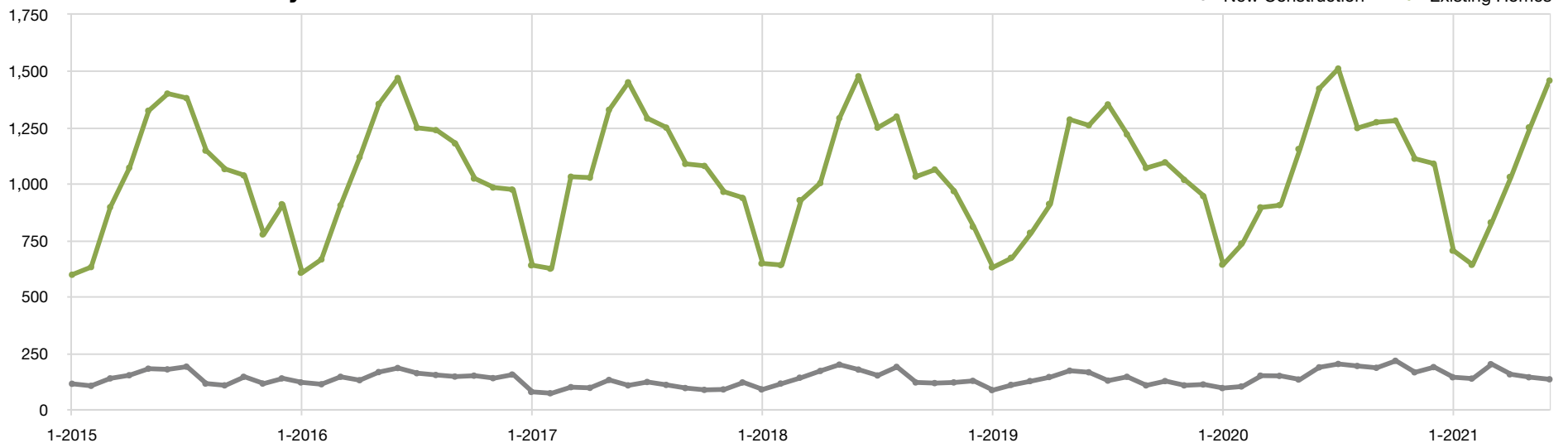
## June

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	200	+ 58.7%	1,511	+ 11.8%
Aug-2020	191	+ 33.6%	1,247	+ 2.3%
Sep-2020	183	+ 74.3%	1,273	+ 19.0%
Oct-2020	214	+ 72.6%	1,280	+ 16.9%
Nov-2020	163	+ 55.2%	1,111	+ 9.2%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 51.6%	703	+ 9.7%
Feb-2021	135	+ 35.0%	640	- 12.8%
Mar-2021	199	+ 34.5%	828	- 7.5%
Apr-2021	154	+ 4.8%	1,030	+ 13.8%
May-2021	141	+ 7.6%	1,250	+ 8.3%
<b>Jun-2021</b>	<b>132</b>	<b>- 28.6%</b>	<b>1,458</b>	<b>+ 2.5%</b>
12-Month Avg	170	+ 34.9%	1,118	+ 7.8%

## Historical Closed Sales by Month



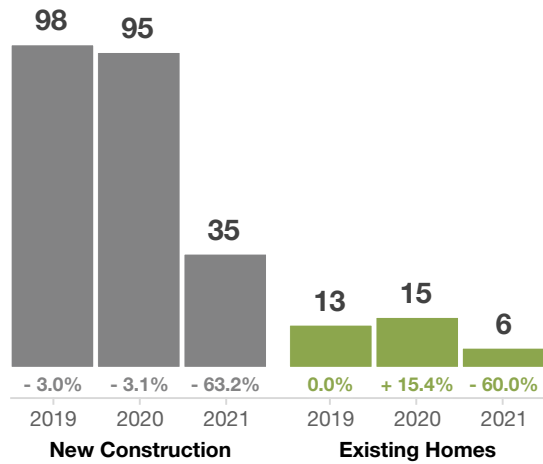
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

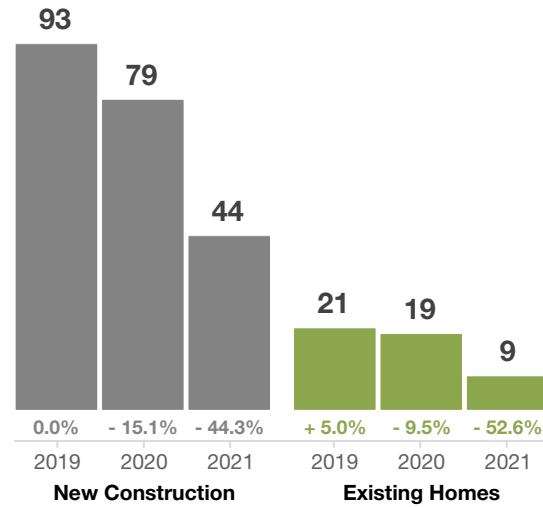


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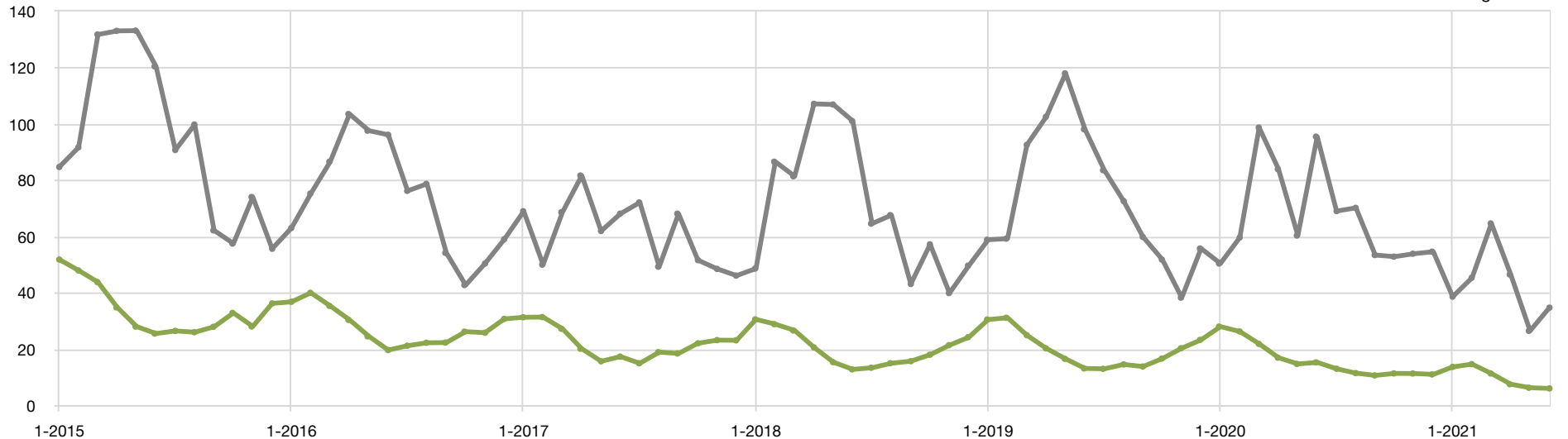
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	69	- 17.9%	13	0.0%
Aug-2020	70	- 4.1%	11	- 21.4%
Sep-2020	53	- 11.7%	11	- 21.4%
Oct-2020	53	+ 1.9%	11	- 35.3%
Nov-2020	54	+ 42.1%	11	- 45.0%
Dec-2020	55	- 1.8%	11	- 52.2%
Jan-2021	39	- 22.0%	14	- 50.0%
Feb-2021	45	- 25.0%	15	- 42.3%
Mar-2021	65	- 34.3%	11	- 50.0%
Apr-2021	46	- 45.2%	7	- 58.8%
May-2021	26	- 56.7%	6	- 60.0%
<b>Jun-2021</b>	<b>35</b>	<b>- 63.2%</b>	<b>6</b>	<b>- 60.0%</b>
12-Month Avg*	52	- 25.5%	10	- 42.0%

\* Days on Market for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



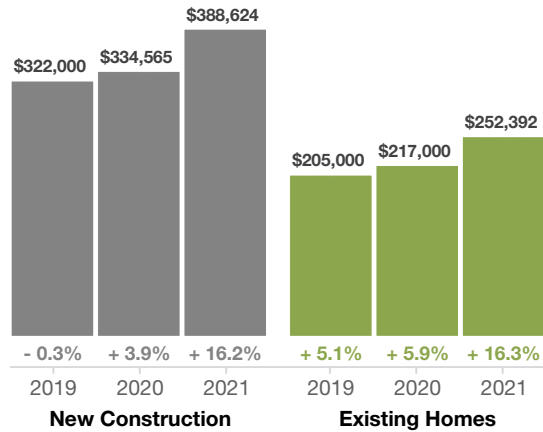
# Median Closed Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

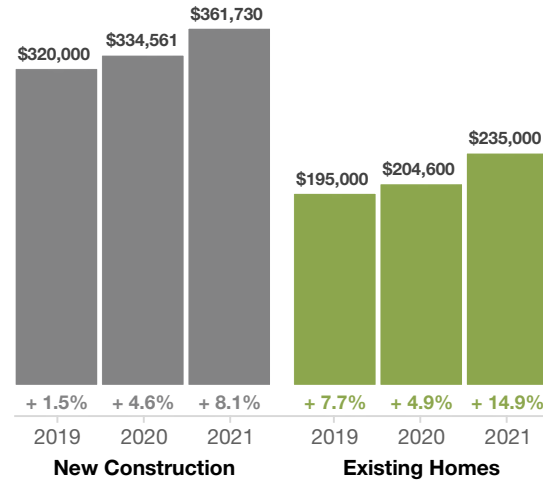


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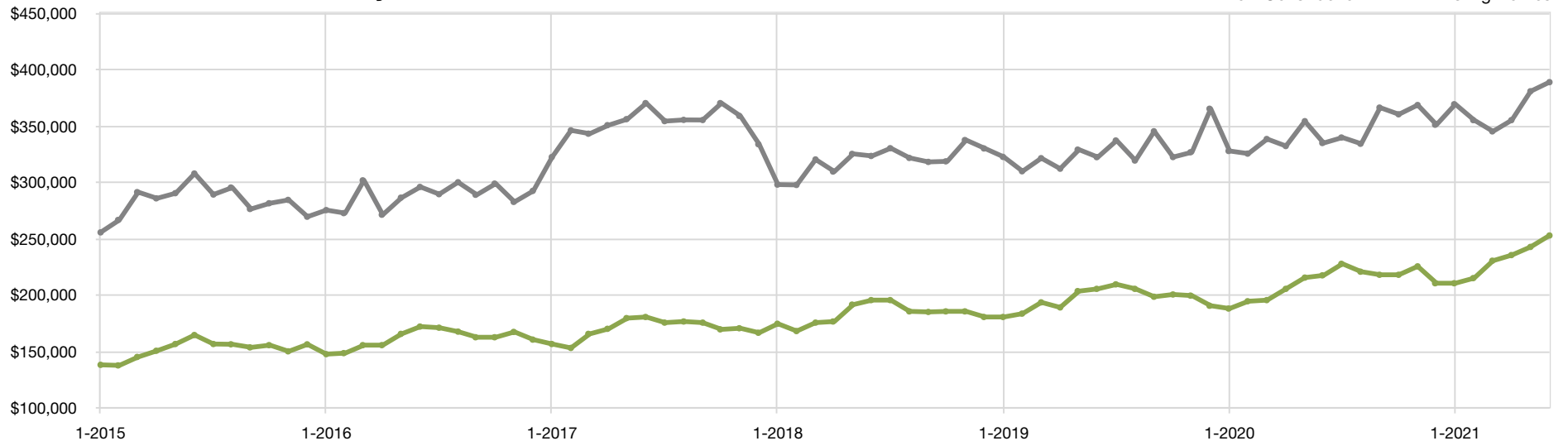
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	\$339,450	+ 0.8%	\$227,250	+ 8.7%
Aug-2020	\$333,900	+ 4.7%	\$220,250	+ 7.4%
Sep-2020	\$366,030	+ 6.1%	\$217,500	+ 9.8%
Oct-2020	\$360,070	+ 11.8%	\$217,500	+ 8.8%
Nov-2020	\$368,319	+ 12.9%	\$225,000	+ 13.1%
Dec-2020	\$350,820	- 3.9%	\$210,000	+ 10.5%
Jan-2021	\$369,029	+ 12.7%	\$210,000	+ 12.0%
Feb-2021	\$354,900	+ 9.2%	\$214,550	+ 10.6%
Mar-2021	\$344,900	+ 2.0%	\$230,000	+ 17.9%
Apr-2021	\$354,886	+ 6.9%	\$235,000	+ 14.6%
May-2021	\$380,541	+ 7.5%	\$242,250	+ 12.7%
<b>Jun-2021</b>	<b>\$388,624</b>	<b>+ 16.2%</b>	<b>\$252,392</b>	<b>+ 16.3%</b>
12-Month Avg*	\$356,394	+ 6.4%	\$227,000	+ 12.9%

\* Median Closed Price for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





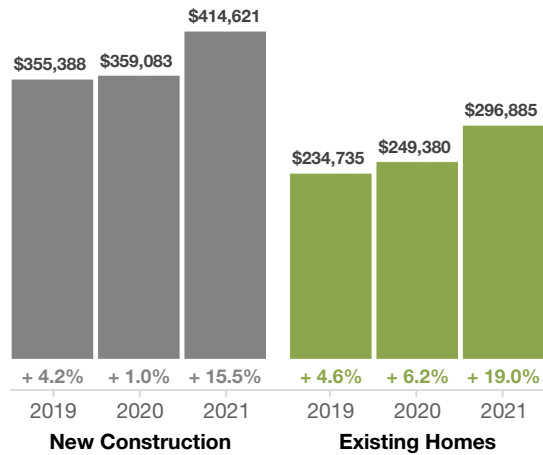
# Average Closed Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

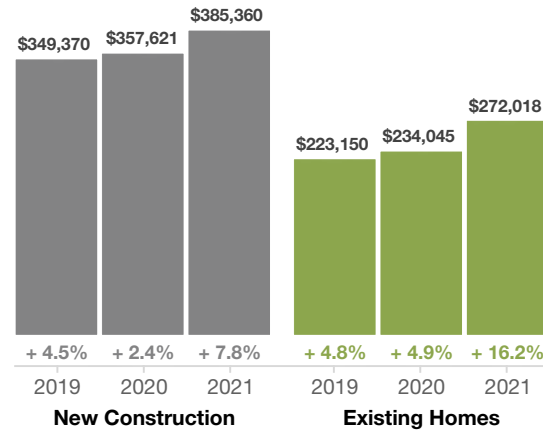


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## June



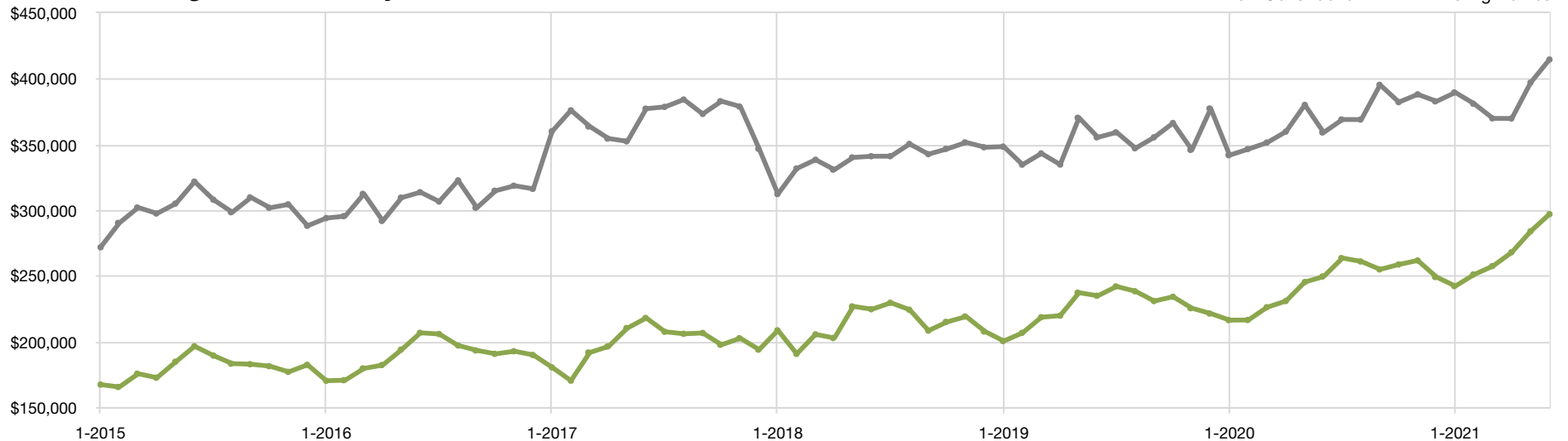
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	\$368,955	+ 2.7%	\$263,438	+ 8.9%
Aug-2020	\$368,900	+ 6.3%	\$260,862	+ 9.5%
Sep-2020	\$395,359	+ 11.2%	\$254,803	+ 10.4%
Oct-2020	\$382,183	+ 4.3%	\$258,570	+ 10.5%
Nov-2020	\$388,105	+ 12.2%	\$261,617	+ 16.1%
Dec-2020	\$382,795	+ 1.4%	\$248,981	+ 12.6%
Jan-2021	\$389,542	+ 14.0%	\$242,114	+ 12.0%
Feb-2021	\$380,937	+ 10.0%	\$250,915	+ 16.0%
Mar-2021	\$369,806	+ 5.2%	\$257,354	+ 13.9%
Apr-2021	\$369,743	+ 2.8%	\$267,844	+ 16.1%
May-2021	\$397,027	+ 4.5%	\$283,782	+ 15.7%
<b>Jun-2021</b>	<b>\$414,621</b>	<b>+ 15.5%</b>	<b>\$296,885</b>	<b>+ 19.0%</b>
12-Month Avg*	\$382,759	+ 6.9%	\$264,371	+ 13.3%

\* Average Closed Price for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



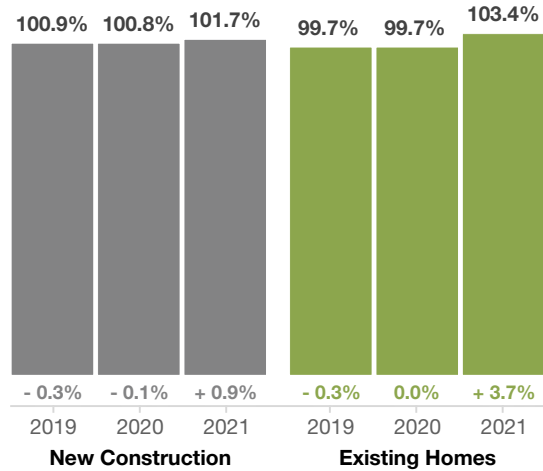
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

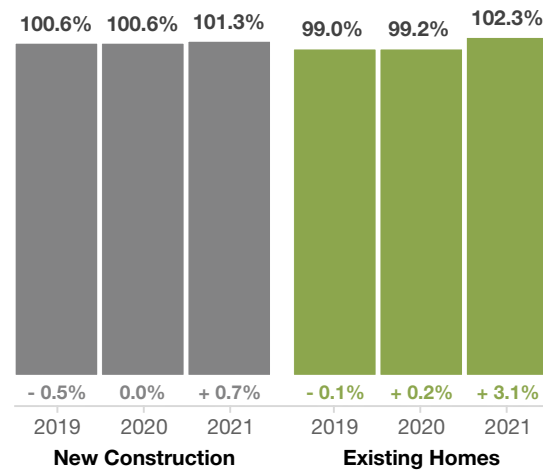


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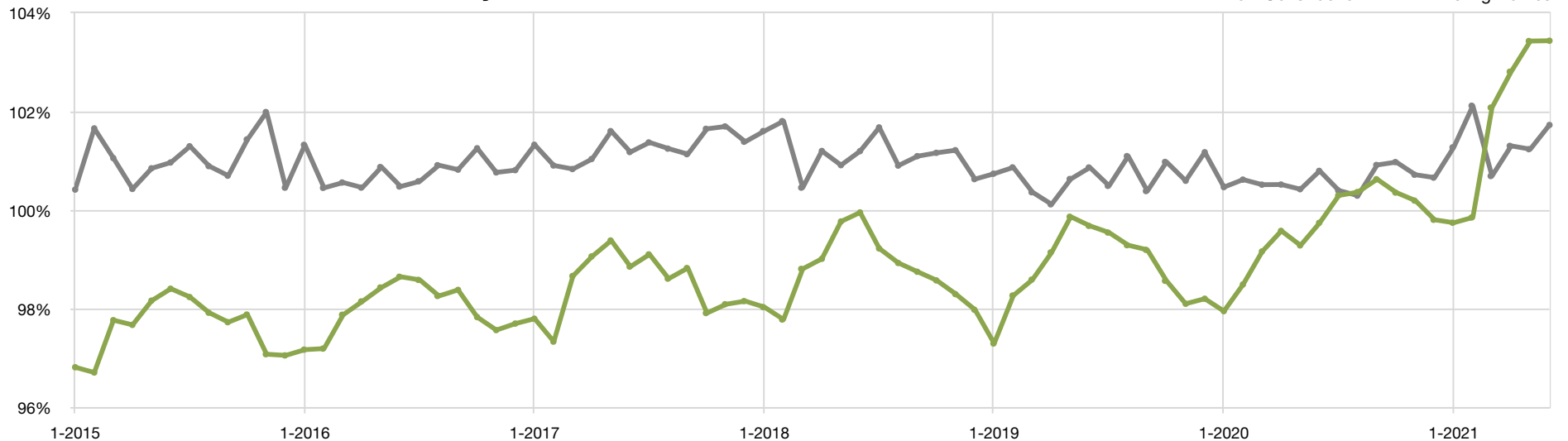
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	100.4%	- 0.1%	100.3%	+ 0.8%
Aug-2020	100.3%	- 0.8%	100.4%	+ 1.1%
Sep-2020	100.9%	+ 0.5%	100.6%	+ 1.4%
Oct-2020	101.0%	0.0%	100.4%	+ 1.8%
Nov-2020	100.7%	+ 0.1%	100.2%	+ 2.1%
Dec-2020	100.7%	- 0.5%	99.8%	+ 1.6%
Jan-2021	101.3%	+ 0.8%	99.7%	+ 1.8%
Feb-2021	102.1%	+ 1.5%	99.9%	+ 1.4%
Mar-2021	100.7%	+ 0.2%	102.1%	+ 2.9%
Apr-2021	101.3%	+ 0.8%	102.8%	+ 3.2%
May-2021	101.2%	+ 0.8%	103.4%	+ 4.1%
<b>Jun-2021</b>	<b>101.7%</b>	<b>+ 0.9%</b>	<b>103.4%</b>	<b>+ 3.7%</b>
12-Month Avg*	101.0%	+ 0.3%	101.2%	+ 2.2%

\* Pct. of List Price Received for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



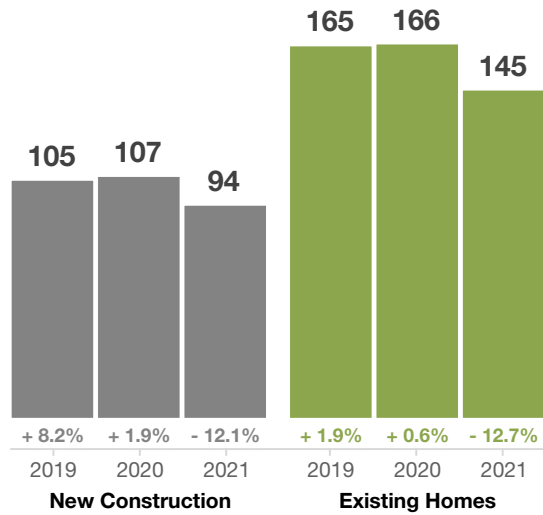
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

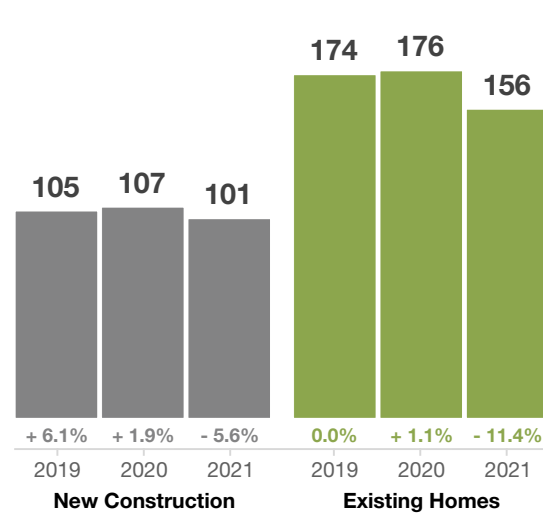


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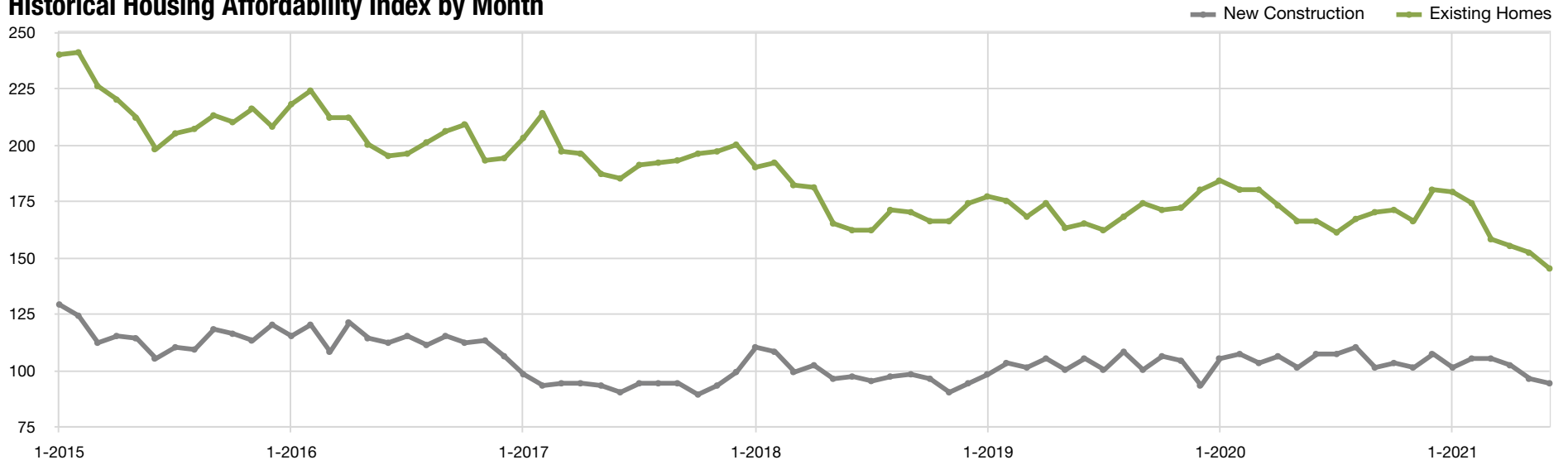


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	107	+ 7.0%	161	- 0.6%
Aug-2020	110	+ 1.9%	167	- 0.6%
Sep-2020	101	+ 1.0%	170	- 2.3%
Oct-2020	103	- 2.8%	171	0.0%
Nov-2020	101	- 2.9%	166	- 3.5%
Dec-2020	107	+ 15.1%	180	0.0%
Jan-2021	101	- 3.8%	179	- 2.7%
Feb-2021	105	- 1.9%	174	- 3.3%
Mar-2021	105	+ 1.9%	158	- 12.2%
Apr-2021	102	- 3.8%	155	- 10.4%
May-2021	96	- 5.0%	152	- 8.4%
<b>Jun-2021</b>	<b>94</b>	<b>- 12.1%</b>	<b>145</b>	<b>- 12.7%</b>
12-Month Avg	103	0.0%	165	- 4.6%

## Historical Housing Affordability Index by Month



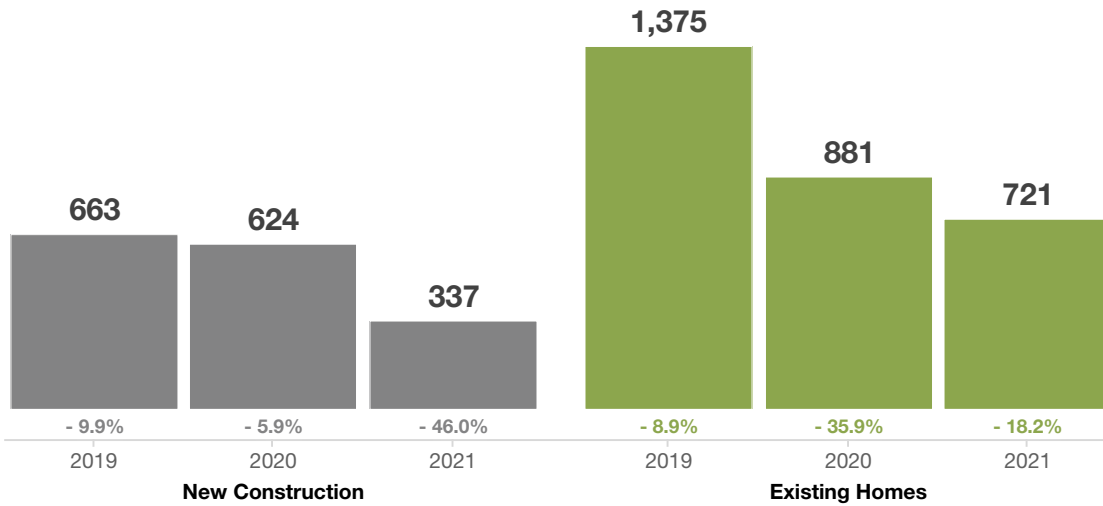
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



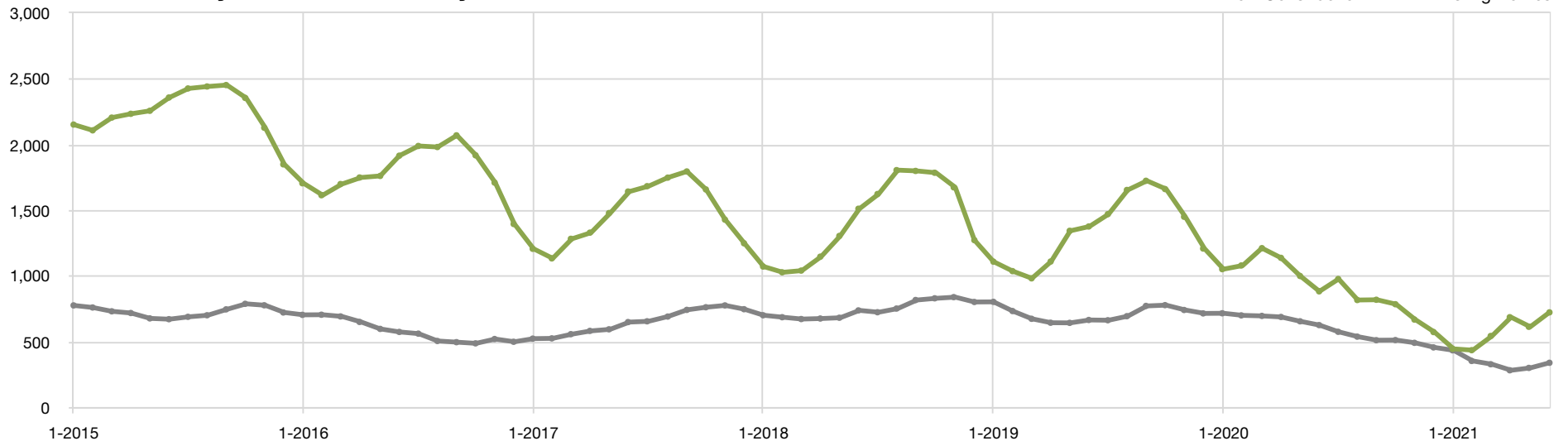
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## June



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	573	- 13.3%	975	- 33.6%
Aug-2020	536	- 22.5%	815	- 50.7%
Sep-2020	509	- 33.9%	817	- 52.6%
Oct-2020	510	- 34.3%	783	- 52.8%
Nov-2020	489	- 33.8%	666	- 54.0%
Dec-2020	454	- 36.3%	571	- 52.7%
Jan-2021	432	- 39.5%	443	- 57.8%
Feb-2021	351	- 49.7%	433	- 59.8%
Mar-2021	326	- 53.0%	541	- 55.3%
Apr-2021	280	- 59.2%	684	- 39.8%
May-2021	298	- 54.4%	611	- 38.8%
<b>Jun-2021</b>	<b>337</b>	<b>- 46.0%</b>	<b>721</b>	<b>- 18.2%</b>
12-Month Avg	425	- 39.5%	672	- 48.0%

## Historical Inventory of Homes for Sale by Month



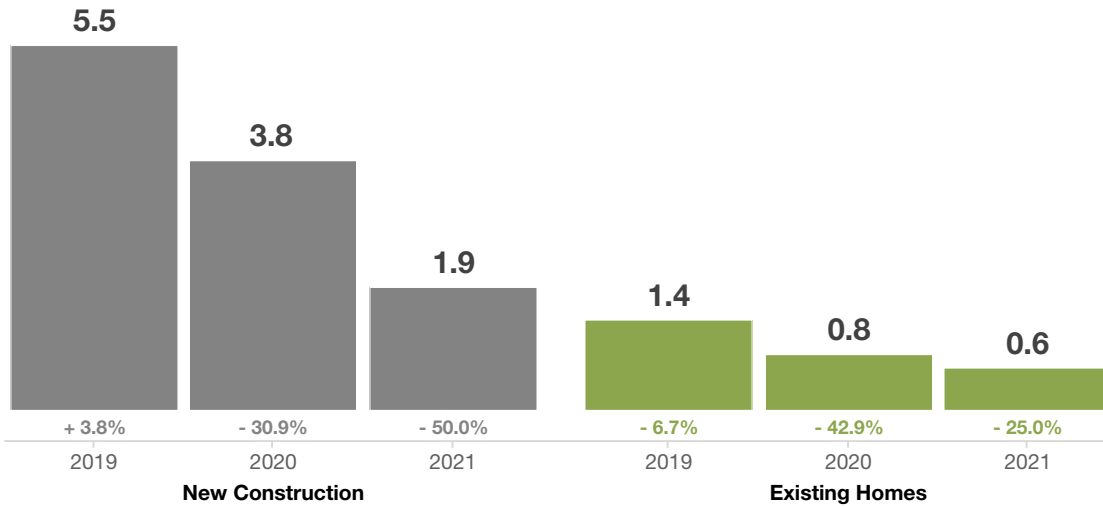
# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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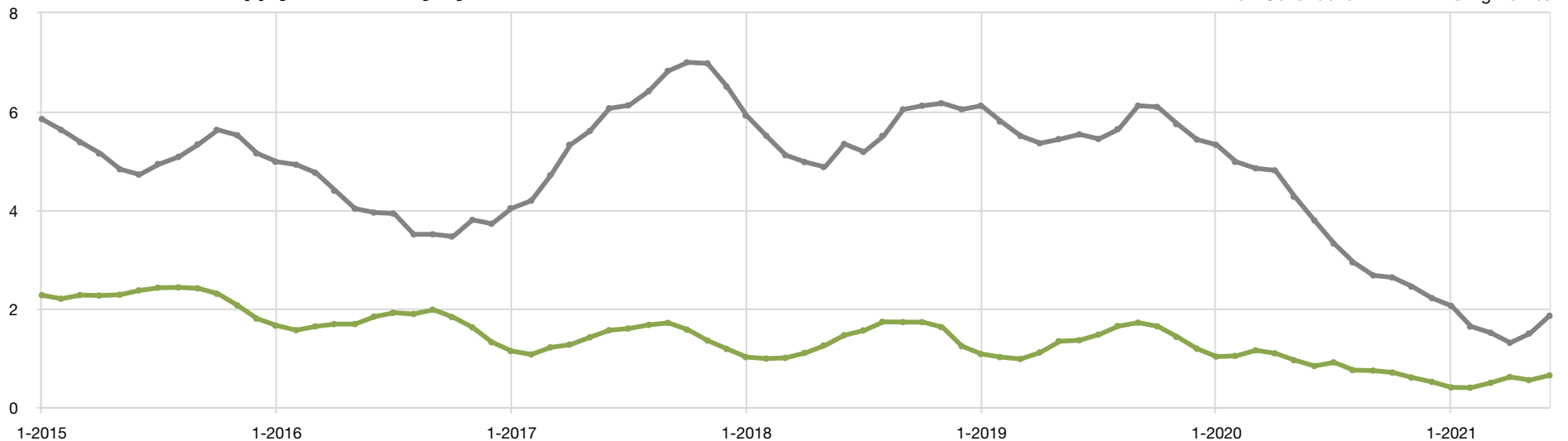
## June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	3.3	-38.9%	0.9	-40.0%
Aug-2020	2.9	-48.2%	0.7	-56.3%
Sep-2020	2.7	-55.7%	0.7	-58.8%
Oct-2020	2.6	-57.4%	0.7	-56.3%
Nov-2020	2.4	-57.9%	0.6	-57.1%
Dec-2020	2.2	-59.3%	0.5	-58.3%
Jan-2021	2.1	-60.4%	0.4	-60.0%
Feb-2021	1.6	-68.0%	0.4	-60.0%
Mar-2021	1.5	-68.8%	0.5	-58.3%
Apr-2021	1.3	-72.9%	0.6	-45.5%
May-2021	1.5	-65.1%	0.5	-50.0%
<b>Jun-2021</b>	<b>1.9</b>	<b>-50.0%</b>	<b>0.6</b>	<b>-25.0%</b>
12-Month Avg*	2.2	-58.3%	0.6	-51.9%

\* Months Supply for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# New and Existing Homes Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Omaha Area Region

Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,849	<b>1,905</b>	+ 3.0%	9,863	<b>9,267</b>	- 6.0%
<b>Pending Sales</b>		1,676	<b>1,486</b>	- 11.3%	8,212	<b>7,943</b>	- 3.3%
<b>Closed Sales</b>		1,607	<b>1,590</b>	- 1.1%	6,555	<b>6,811</b>	+ 3.9%
<b>Days on Market Until Sale</b>		24	<b>8</b>	- 66.7%	26	<b>14</b>	- 46.2%
<b>Median Closed Price</b>		\$230,000	<b>\$265,000</b>	+ 15.2%	\$219,900	<b>\$250,000</b>	+ 13.7%
<b>Average Closed Price</b>		\$262,009	<b>\$306,659</b>	+ 17.0%	\$249,205	<b>\$287,033</b>	+ 15.2%
<b>Percent of List Price Received</b>		99.9%	<b>103.3%</b>	+ 3.4%	99.3%	<b>102.2%</b>	+ 2.9%
<b>Housing Affordability Index</b>		157	<b>139</b>	- 11.5%	164	<b>147</b>	- 10.4%
<b>Inventory of Homes for Sale</b>		1,505	<b>1,058</b>	- 29.7%	—	—	—
<b>Months Supply of Inventory</b>		1.2	<b>0.8</b>	- 33.3%	—	—	—